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UNCLAS ANKARA 005195

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SUBJECT: REQUEST FOR DOD PARTICIPATION IN IDEF 2005

REF: A. ANKARA 662

1B. ANKARA 2024

1C. ANKARA 1588

11. (U) This report contains sensitive Business Information; please protect accordingly.

12. (U) Post understands that Turkey's Minister of National Defense Vecdi Gonul has invited Secretary Rumsfeld and two US officials of his choice to participate in IDEF 2005, the 7th International Defense Industry, Aerospace and Maritime Fair. IDEF, a bi-annual event, will take place this year in Ankara from September 27-30. As noted in reftel a, Post strongly encourages high-level participation at this event, which is one of the largest defense fairs in the region and which will provide a showcase for the Joint Strike Fighter (JSF, F-36) and U.S. defense equipment.

13. (U) Companies from 43 countries will participate in IDEF 2005. Falling just days before the Oct. 3 start of Turkey's EU accession negotiations, IDEF will provide a forum to display and demonstrate systems that showcase superior U.S. technology and interoperability. Nineteen US firms will participate, including Boeing, Lockheed Martin, Sikorsky, Raytheon and Northrop Grumman. Lockheed Martin plans to demonstrate a JSF cockpit simulator.

14. (SBU) Turkey's Undersecretariat for Defense Industries (SSM - Savunma Sanayi Mustesarligi) has twice extended the bid submission deadline for an Attack Helicopter tender issued in Feb. 2005 due to significant concerns by potential bidders over the contract terms and conditions (reftels b and c). Despite several contract revisions, Boeing, the sole US firm considering participation, remains unconvinced that the changes go far enough to allow the company to bid, although they have not yet informed SSM of this. Turkish defense industry insiders tell us that the Russian and South African firms which had considered participation also have significant reservations, and Italy's Agusta recently requested a deadline extension. IDEF provides an opportunity for the US to remind Turkey that superior US technology can be theirs through the Foreign Military Sales program, saving Turkey wasted time in contract revisions and deadline extensions and ensuring Turkey's US and NATO interoperability well into the future.

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